

ABOUT THE INSTRUCTORS, the ICC and the USCIB

Donald R. SMITH is Chair of the Banking Committee of the United States Council for International Business and represents the US banking community to The International Chamber of Commerce's Commission on Banking Technique and Practice - the organization that writes the rules for world trade. He served as a member of the expert Consulting Group for the drafting of the UCP600, and also co-chaired the ICC Working Group charged with documenting international standard banking practices, resulting in the best-selling ICC Publication, International Standard Banking Practices for the Examination of Documents (ISBP). Don is a DOCDEX Expert, ICC Centre for Expertise, a member of the Editorial Board and the Editorial Advisory Board of Documentary Credit World, was a member of the working group that created the International Standby Practices (ISP98), has trained as an Arbitrator for the international Center for Letter of Credit Arbitration, Inc. (ICLOCA), and has recently completed 2 terms as a member of the Board of Directors of the International Financial Services Association and the Executive Committee of the Board.

Don is presently Vice President of Client Services for Norman Technologies, a Charlotte, NC-based IT Consulting firm, with primary responsibilities for business development, project execution and marketing. Prior to joining Norman Technologies, he was a Vice President and Director of Global Trade Advisory, and Vice President Global Trade Product Management for Citibank NA, Global Trade Finance and Services Division. In that capacity his primary responsibilities included the coordination of global trade product programs and global trade marketing, coordination with operations, risk management and regulatory compliance, and internal and external trade training.

He also serves as an expert witness and expert consult in civil matters and may be reached at don.smith@normantech.com

Frank Reynolds is a member of the USCIB Banking and Commercial Law & Practice Committees, and represented the United States at the International Chamber of Commerce Incoterms®2000 revision. He has been instructing on letters of credit for 20 years, drawing on over 40 years experience both as an applicant and a beneficiary. Frank is President of E Award winning International Projects, Inc. and holds a customs brokers license. He writes the Journal of Commerce Export ABCs column, serves on the Commerce Department's District Export Council and the Editorial Board of IOMA's Managing Imports and Exports, and is a frequent contributor to ICC Publishing's Documentary Credit Insight.

Don and Frank wrote ***LETTERS OF CREDIT FOR AMERICANS*** in the same user-friendly style found in **Incoterms for Americans**. Letters of Credit for Americans both explains the UCP 600 provisions in relation to an actual purchase-sale contract, and illustrates the resulting documents.

THE ICC

Founded in 1919 and serving members and affiliates in 130 countries, the International Chamber of Commerce is the world business organization. Because its member companies and associations are themselves engaged in international business, ICC has unrivaled authority in

making rules that govern the conduct of business across borders. It has been providing universally accepted rules for letters of credit since 1933.

ICC also provides rules for electronic presentation of letters of credit (eUCP), International Standard Banking Practice for the Examination of Documents under Documentary Credits (ISBP), International Standby Practices (ISP98), Uniform Rules for Demand Guarantees (URDG458), Rules for Bank-to-Bank Reimbursement (URR525) and Uniform Rules for Collections (URC522).

In addition to these banking rules, ICC provides Incoterms 2000® terms of shipment and delivery, model contracts for a host of international transactions, and full arbitration services. More at www.iccwbo.org.

THE USCIB

The United States Council for International Business is the U.S. affiliate organization of the International Chamber of Commerce. It promotes an open system of world trade, finance and investment. Membership includes some 300 leading U.S. companies, professional service firms and associations whose combined annual revenues exceed \$3 trillion. Part of a unique global network of international business groups, USCIB provides unparalleled access to policy makers and regulatory authorities worldwide whose decisions affect commerce. USCIB also advances international trade by issuing and guaranteeing ATA Carnets for temporary, duty-free imports of many types of goods, by facilitating use of international commercial arbitration and by promoting adherence to voluntary rules such as Incoterms. More at www.uscib.org.